DRIVING A FOUR-IN-HAND.

INSTRUCTIONS FOR HOLDING THE REINS, MOUNT-ING, ROUNDING CORNERS AND STOPPING THE

TEAM-LONG PRACTICE UNDER A COMPE-

TENT TEACHER THE BEST METHOD.

The man who imagines he can learn to drive really well in a short time is mistaken, but, if it should be the ambition sensible, he is likely to find out his error in time. Of driving it can be truthfully said that the more a man knows the more he knows that he krows comparatively little, and in many cases nothing. When the beginner gets into this last and most desirable state of mind he is extremely tractable and in a fair way to become sooner or later an ornament to the box of any vehicle upon which he may chance to sit.

There can be no question that four horses need a "deal of driving," in fact, about four times as much as one horse. It requires no great amount of discernment on the part of the beginner to see for the same reason that, as he crept before he walked, he should drive a single horse and then a pair before attempting four-in-hand work. But if the beginner has driven a single horse and a pair until it has become rather monotonous, and has ordered and paid for (or not paid for) a drag, coaching horses, harness and so forth, one of the first things he will do will be to make himself at once, is it permissible to pull all reins back familiar with the construction of the harness and through the left hand. Some of the best coachdrag down to the smallest details. It will be a men, however, pull back their wheel rems with good and economical thing if he can get some of the left hand in cases where the wheelers are more this kind of knowledge before signing checks for free and impetuous than the leaders. the coach-builder and harness-maker, but in many instances this is quite impossible, even if natural impatience did not stand in the way.

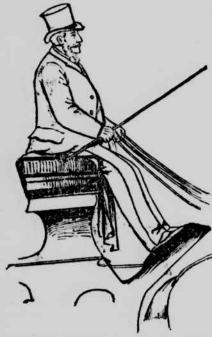


Figure No. 1-THE POSITION ON THE BOX. With this knowledge of the coach, and of the barness and how it should go on, the driver, before starting, should walk around his horses and see that everything is right. Then he should take his position on the box. The position of the driver of a four-horse drag is more important than that of the driver of any other kind of vehicle. It is often necessary on a moment's warning to exert great strength, for instance, to prevent a team's bolting. If the driver is standing against one of the ultra-sloping driving cushions, a runaway will be found impossible.

THE PLACE FOR THE WHIP.

Some drivers before mounting have their whips be last list socket before the start. It is an awkward undertaking to mount the box, which is an awkward undertaking to mount the box, which is hard, and no end of accidents have been caused by had management in trying this needless performance. By far the stuplest and states way of mounting is as follows: Stand by the side of the off-wheeler and take the reins in the left hand, sainting the more than the search and the less produces to Arica and Antologyast Shere, tucked in just in front of the buckle of the further and the surface of the last last of driving, as shown in Figure No. 2, and fraw them all until you feel the mouths of the horse. Then with the right hand, so that they are looser and lenger than the ear-reins by a foot or perhaps a triffe more. Then keeping their relative lengths had and and climb to the seat quickly with the assistance of the left hand, so that they are looser and lenger than the near-reins by a foot or perhaps a triffe more. Then keeping their relative lengths had some the seat quickly with the assistance of the left hand, when seated pass them back to the left, when the difference in length will be seen to have the reason and the less produced the most of the relate shade of the left hand, so that they are looser and leaves the reason produces had will also produced the most of the period of the commence. The way to constitute the produced the most of the period of the perio either way. Take the whip in hand ready for the start, and the position of the hands will be that shown in Figure No. 2.

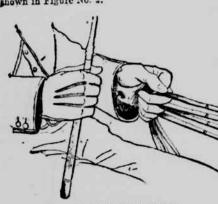


Figure No. 2-ABOUT TO START. A-Near-loader. E-Off-leader. C-Near-wheeler. D-Off-

It may be accepted as necessary for the comfort of all coachmen that a team should never start until told. This end may be and often is difficult to attain, but the driver can rest assured that he will never have any peace of mind before getting well under way until it is. For the start as well as throughout the drive, the rems must be at such a length that it is possible to pull up at any moment. The aprons should be properly adjusted and there should be no rogs to be snatched off in a burry at the last moment.

"Come, now!" or "Now we're off!" are good starting commands, and the Americanisms one hears upon the front platforms of New-York surface cars should be carefully avoided, particularly the one which resembles the ante-popping chirp of the champagne cork. If the start is made with the reins held as they were on mounting, the near-wheeler's rein being if anything a bit shorter than that of the off-wheeler's, it is probable that no essential charges will have to be made. If the leaders are straying a trifle from the straight way, hanging somewhat to the near side, say, by shortening the off-leader's rein or by pushing back with the right hand the off-leader's and neardifficulty is at once and easily remedied.

hever be pulled back with the right hand from behind the left, but pushed back from in front. For doing this it is necessary to have moderately thick reins, and the much-discussed question how thick and bow wide they shall be arises. Many coachmen, particularly those of the old school, maintain that reins should be an inch wide and tolerably thick, while others go in for those an inch and an eighth, an inch and a quarter, and

even of greater width. authorities considered best, and for the average driver an inch-and-a-quarter rein of moderate

consideration, and the size of the reins regulated by that. Those which could be held with comfort by a long-fingered man would prove uncomfortable TO LEARN IT WELL A DIFFICULT TASK. in the extreme for a man with short, pudgy fingers. The coach should be started, if possible with the wheelers. A leader jumping away like a rocket may break a bar or pull the coach onto the quarters of the wheelers, in which case a violent high-kicking exhibition or the throwing down of a horse is likely to be the result. A perfect team will start almost all together, the wheelers just perceptibly before the leaders, and it should be the ambition of every coachman to



Figure No. 3-STOPPING.

Only for stopping, avoiding collisions, and in the case of all the horses taking a notion to bolt

It is useless for a beginner to attempt to learn "looping," except under an able instructor and by actual practice. "Looping" a rein consists of taka short loop out of it and holding it beneath the thumb until a corner is turned or an obstruction rounded. The rein is then permitted to resume its former position. Giving the leaders an intimation that you are about to round a corner, or, as it is technically termed, "pointing your leaders," is accomplished, if the turn is sharp to the left, by looping the near-leader's rein and placing it securely beneath the thumb of the left hand. The leaders will then begin to bear to the left. Then the whip-hand should take the off-reins, both together, regulate the turning and insure its not being too abrupt.

When the drag is safely around the corner the whip hand is removed and the loop beneath the thumb permitted to run out, and then the team will be found as straight as ever. The off-leader's rein is much more difficult to loop, and the turn to the right is consequently a harder problem. If a complete circle is to be made the loop must, of course, be held all the way around, and if one drives in a track which is the shape of a figure s there is some lively changing of loops at the centre of the figure.

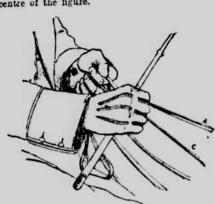


Figure No. 4-TURNING TO THE LEFT A-Near-leader, C-Near-wheeler,

The turns shown in figures 4 and 5 are simpler than the looping, and the beginner would do well to use them at first and reserve the looping until but across the backs of the wheelers, but most of he has had a considerable amount of practice. those with some judgment think that the whip is The first lessons at four-in-hand driving should be

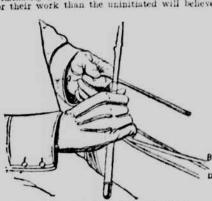


Figure No. 5-TURNING TO THE RIGHT. B-Off-leader. D-Off-wheeler.

One of the most important features of fourin-hand driving is the proper use and handlin of the whip. Unless a man "catches" an handles this implement in the approved fashior

handles this implement in the approved fashion, he will invariably be considered what coaching men call a "duffer." To be a finished driver, he should in coaching parlance be able with his whip to "pick up a leader and set him down half a mile up the road."

The beginner should be sure that he has purchased a good whip in the first piace, and that it is not badly balanced. It is a good plan to practice on the box of a coach without any horses for a time, and thus to get enough knowledge not to appear conspicuously ridiculous on the road.

HANDLING THE WHIP.

Catching the whip is a difficult trick and learn ing it is likely to test the driver's vocabulary of expletives. The catch in which the stick is thrown to the right front should be first mastered and afterward the catch over the head With nervous wheelers the latter one, which is With nervous wheelers the latter one, which is the more difficult, is considered the best. When the whip is not in use it should be carried with the hand about at the top ferrule, the thumb pointing somewhat upward, and at the same time holding the end of the thong, which should wind around the stick three or four times about two inches below its top. The whip hand should be held just above the left, and the whip should be at an angle of 45 degrees and point a little to the front.

he leaders are straying a trifle from the straight way, hanging somewhat to the near side, say, by hortening the off-leader's rein or by pushing back with the right hand the off-leader's and nearwheeler's reins (B and C in Figure No. 2), the lifficulty is at once and easily remedied.

SHORTENING THE REINS.

In the shortening of single reins they should be taken from the loop which it makes a little more than half-way up. You should then place the thong in your right hand, otherwise, when you hit a wheeler, it will at once come undented the left, but pushed back from in front. For doing this it is necessary to have moderately hick reins, and the much-discussed question how hick and how wide they shall be arises. Many loachmen, particularly those of the old school, asintain that reins should be an inch wide and clerably thick, while others go in for those an nch and an eighth, an inch and a quarter, and ven of greater width.

Those of medium width are by the most capable athorities considered best, and for the average river an inch-and-a-quarter rein of moderate hickness is about right. The length of the pachman's fingers must, howeyer, be taken into

ALONG A RAINLESS COAST.

11.

APPROACHES TO BOLIVIA.

ANTOFAGASTA-SPOILS OF A WAR WHICH COULD HAVE BEEN AVERTED BY ARBITRATION-FOUR RAILWAY SCHEMES-CHILIAN ENTERPRISE AND AMBITION.

[FROM A STAFF CORRESPONDENT OF THE TRIBUNE,]

Antofagasta, February 13. This is one of the main gateways by which Bolivia may be approached. It lies on the edge of the Atacama Desert, which extends from the Cordilleras to the sea. Once in ten years there may be a heavy rain in this barren land, and then the deserts are clothed with lower forms of stunted vegetation for a brief space; but during the remaining nine years there will hardly be a shower from January to the end of December. Water is obtained mainly by distillation and is sold at high prices and delivered from house to house every morning. The desert produces nothing by which human life can be sustained. All the food supplies except fish are brought from Valparaise and Southern Chili-cattle, cereals, vegetables and fruits. A more desolate-looking town could not be easily found on any save a rainless coast. There is a small church on a bleak plaza, and there are several shabby hotels, and many cheap drinking saloons, and there are blocks of frame houses of the plainest sort, built in anticipation of an earthquake wave. The most ambitious decorative effect in the primitive architecture of the town is the painting of a wooden front in imitation of a brick wall. There is a railway station offering facilities for escape into the interior from so forlorn and unnatural a centre of human habitation; there are signs of business enterprise in factory chimneys and warehouses, and there are several vessels in the roadstead taking cargoes from lighters. This is Autofagasta, one of the great prizes of the war of decastation fought for the possession of the manure beds of the rainless coast.

At the outbreak of that war Belivia had a small

strip of scaboard with two unprotected roadsteads.

lobijah and Antofagasta. It was a desert per-

hind it. Beyond the Andean posses was one South America. Owing to lack of communication with the coast Bolivia was more isolated than miles of waterway from the Atlantic. A futile attempt had been made to construct a railway line from the interior and to open a trade route down the Momora and the Madeira to the mouth of the Amazon. The European bondholders got in, creating a public debt for an agricultural State which had meagre facilities for increasing its revenues; but the produce of the country did not go out. Bolivia was equal in territorial extent to the four new States admitted last year into the American Union, with Texas and Oregon added, and it had a population of 2,000,000, with all the natural resources required for the making of a great nation; but it was the most backward country in South America. Its mountains were filled with silver, copper and tin; its forests abounded in cabinet woods of the finest quality; its high plateaus offered plentiful pasturage to great droves of alpacas, its lower valleys to sheep, and the plains of Moxes to cattle; it combined the climates of the temperate zone and the tropics; its resources as a wheat-belt rivalled those of Southern Chili, and its coffee, chocolate. sugar and cotton areas being equal in productivesupply of india rubber at the headwaters of the Amazon, and millions of of chinchona trees available for replenishing the world's stock of quintie; and on the coast it had nitrate beds of unknown extent. Nature, with prodigal generosity, had lone everything for Bolivin; but its resources

prevent the development of Chilian enterprise at the expense of Bolivia. Various concessions were obtained for working nitrate-beds, opening a narrow-gauge railway to Caracoles, improving Antofagasta harbor and building a mole and other public works. So aggressive was the commercial enterprise of the Chilians that Bolivia, in 1973, was compelled to enter into secret treaty arrangements with Peru providing for mutual boundary guarantees. For several years one-half of the export duties of the Bolivian scaboard had been laimed by Chili. This pretension was abandoned in 1874, but a treaty was negotiated exempting ts own industries on this scaboard from export duties. The Bolivian Congrets rejected the treaty, but consented to make a contract with the Chilian nitrate company, with the understand-ing that an expert duty of 10 cents per hundred-weight should be levied on the salts. This condition was not accepted. The tax was levied, The manufacturers, acting under the advice of the Chilian Government, refused to pay it. The sale of a portion of the property was authorized in order that the requirements of the law might be complied with. Chilian troops at once occupied Antofagasta and Cobija, and the first skirmish of the war was fought a short distance inland at Calame. This was the immediate cause of the war-the laying of a tax of 10 cents per hundred-weight on the desert manures, in violation, as the Chilians maintained, of the contract with their nitrate capitalists. As soon as the Province of Tarapaca and the Bolivian scalpard were conquered Chili itself imposed a duty of \$1.60 on every quintal of alkaline salts exported. ustoms receipts from this source amounted to \$17.838,980 (Chillian currency) in 1888. The Government has been paying the interest on its war and railway debts largely by means of nirate duties, although it brought on a war ofde

vastation, pillage and massacre as a protest against the duty of 10 cents? The grievances against Peru also related to the nitrates. President Pardo had sought to increase the Government revenues required for the payment of interest on the unfinished Meiges railways by establishing a monopoly over the sale of alkaline saits in Tarapaca. Under the law as originally proclaimed the producers were compelled to sell their crystals at a fixed price to the Pernyian Government, which could then export them at an advanced price. This project did not prove remunerative, and the law was amended so as to provide for the purchase and expropriation by the State of all nitrate deposits and works in the national territories. This was the main pretext on which Chili rejected Peru's overtures for mediation with Bolivia, and declared war on both allies-the Government monopoly established in Tarapaca, which was assumed to be prejudicial to the financial interests of the Antofagasta investors. But no sooner had the campaign ended than Chili itself formed a Government monopoly, not in nitrates, but in guano, not only in its own territories, but virtually along the entire west coast. There never was a war which offered a more striking illustration of the

necessity for establishing those arbitration tribunals which the Pan-American Congress at Washington has been considering than the wanton and disastrous campaign on this rainless coast. The principles for which it was nominally fought were repudiated by victorious Chili as soon as a most humiliating treaty of peace had been dictated. It had protested at the point of the bayonet against Polivia's rights to tax nitrates in Antoingasta; and it increased that insignificant duty. It had remonstrated by cannonade, pillage and all the horrors of war against Peru's action in forming a nitrate monopoly for the State in Tarapaca; and it extended the guano monopoly under Government control to the west coast. Since the close of the war Chilian enterprise

has been displayed in developing the resources of its conquests of rainless coast. The railway leading from Antofagasta to the nitrate beds and silver mines has been extended beyond the Andes into the outer edges of Bolivia, and probably it will reach Oruro in the course of a few years. From Huanichaco concessions are needed in order to secure the completion of the line to La Paz; but great progress has been made since the war and there is no lack of financial resources on the part of the Chilian company. The seaboard of Bolivia has been taken as part of the spoils of the nitrate war; but it is now the chief ambition of the victorious nation to open the isolated republic to the commerce of the world and to deelop its unrivalled mineral resources. In this amazed, although we knew the ability of the man, to design it is meeting with competition from three hear our senior partner calmly replying to angry words, points of the compass. Argentina has extended points of the compass. Argentina has extended a way that carried absolute conviction, until at last, its railway system from Cordova to the Edivian the ruffled feathers all smoothed, he escorted the mollifrontier, and is already tapping the agricultural elt. Mr. Osborne promises to build a line from Paraguay across the Gran Chaco, Mr. Thorndike, representative of the Meiggs interest in the southern Peravian railway system, and a silent partner under the new Grace contracts made with the Government at Lima, has secured within a week a concession from Bolivia with a land grant for the extension of the line from La Paz to the frontier, where it will meet another section to be co structed from Puna to Lake Titicaca. His steamers are already plying on the river Desasteamers are already plying of the Prof. Jose guardero to the richest mines in Bolivia, but he also has a concession for building a railway in the very quarter where the Chinans are planning their line to La Paz. If English capital be supplied in sufficient quantity under the bond-holders' compromize and "general exploitation scheme," the chief city of Bolivia will be brought into direct connection with the Peruvian coast at Mollendo. This railway will be of the standard gauge and superior to both the Chilian and the Argentine narrow-gauges. But I shall be greatly surprised if those stirring, enterprising thilans—the most robust and the manifest regain south America—are not in Oroyo and La Paz in advance of the Peruvian bondholders. They are determined to control the industrial development of Bolivia, and to furnish outlets for its trade on the Pacific coast. Their railway is already over the Andes and leads a long way into the interior. They will tunnel the Cordilera in two or three directions before they will abandon the contest for commercial supremacy in that quarter.

Everything points to the speedy development of this issuited State, with its unrivalled resources and its primitive population. Other countries in South America have been Europeanized. Bolivia remains with all its original characteristics and traits. It is a section of mediaeval South America have been Europeanized. Bolivia remains with all its original characteristics and traits. It is a section of mediaeval South America have been Europeanized south america have been Europeanized, Bolivia remains with all its original characteristics and south America have been Europeanized south and the spanish blood, can be seen. The proportion of full blooded Indians to the whole population is larger here than in any other of these countries. guardero to the richest mines in Bolivia, but he iso has a concession for building a railway in haps sixty miles wide, with the Cordilleras be- holders' compromise and "general exploitation of the richest and least-developed countries in into direct connection with the Peruvian coast Paraguay, which could be approached by 1,000 | the Argentine narrow-gauges. But I shall be

the contest for commercial supremacy in that quarter.

Everything points to the speedy development of this isolated State, with its unrivalled resources and its primitive population. Other countries in South America nave been Europeanized. Bolivia remains with all its original characteristics and traits. It is a section of mediaeval South America in the heart of the modernized continent. It its towns and villages native costames, at once quality and picturesque, revealing that old-time passion for intense color which was in the Spanish blood, can be seen. The proportion of full blooded Indians to the whole population is larger here than in any other of these countries. The innervace of the people is dense, and there are large classes of natives who apparently have never been converted to thristianity, but have adhered to some of the old religious superstitions of their tribes. All the agricultural and mining processes are of the rudest kind. Bolivia is one of the richest farming countries on the containent. of their tribes. All the agricultural and mining processes are of the rudest kind. Bolivia is one of the richest farming countries on the continent, having superior resources in its climate, soil and rame of productions. There is hardly any natural product that is adapted to tropical or temperate climes that cannot be successfully rused there from a soil of extraordinary fertility. As for mineral wealth, there are strong reasons for believing that it is equal to that of Pern. Bolivia is a lightly forward rection of immesse productive. were undeveloped, its products were without a is a highly favored region of immense productive-market, and its people the most primitive in their brought into real competition with surrounding of Spanish American diplomacy that Chili prefers to keep this account open in order to have some means in reserve for intimidating Bolivia and means in reserve for intimidating Bolivia and obtaining from it commercial concessions. Chili is the most aggressive State in South America. It covets power, lealously guards its military prestage, and is ambitious and restless. It is the only State south of the Isthmus which has profited by recent conquests of territory, made at the expense of neighboring countries, and which is not thoroughly pacified in all the tendencies of its diplomatic policy. It is the one State which needs more than any other to be brought under the restraints of a concentration of continental opinion in such a diplomatic body as brought under the restraints of a concentration of continental opinion in such a diplomatic body as the Pan-American Congress. The capital of Chili is the real centre of South American diplomacy. The Linted States ought always to be represented there by one of its strongest and most capable Ministers in foreign service.

There never was a more unnecessary war than that which left the coast towns of Peru heaps of charted rains and paralyzed every industry of that unhappy country. That war night have been averted by arbitration. The export duty on intrates and the Peruvian monopoly in the sale of manare were grievances which might have been removed if American influence at Sa fiago had possessed greater prestine than it had, and if it

possessed greater prestire than it had, and if it had been employed with consummate tact. If any dispute ever arises over Bolivian war indemnities, the United States Government, with the moral

dispute ever arises over Bolivian war indemnities, the United States Government, with the moral support of the South American States represented in the International Congress at Washington, ought to have sufficient authority to secure the submission of the vexed questions to arbitration.

The main resource of Chili in developing the salt and mineral industries of the rainless constand in opening trade communications with Bolivia is the South American line of steamers under the national flug. The English line had a monopoly of the coasting trade from the Straits to Panama until this vigorous rival organization was formed. The Chilian Government has been poying a subsidy of \$225,000 a year to the national line, and aids it in various ways; and the maritime nation has already derived from this enlightened policy the benefits of a reduction of treights and a vast extension of its trade. The subsidy for 1800 to 1804 will be \$200,000 a year. The Chilian steamers are built with special reference to the coasting business, having superior mechanical appliances for loading and unloading freight and buildocks from lighters and accommodations for the comfort of passengers in cabins built on the main deck and elegantly appointed social halls and promenades on the spar deck. Competition between these two lines has been limited to the traffic between Callao and Panama, where passenger fares have been reduced to \$40 or \$50 on sailing days when two vessels are in port. After August 1 there is to be competition all the way from Valparaiso to Panama, the English line having terminated its contract with the rival company for regulating freights and fares. The Chilian authorities, whenever the interests of the national line are menaced, do not besitate to warn the rival company for regulating freights and fares. The Chilian authorities, whenever the interests of the national line are menaced, do not hesitate to warn the rival company for regulating freights and fares. The English line has the advantage of a larger fleet, so it can extraordinary development of national commerce and trade which has been witnessed during the

last decade. Without it successful competition with the English line would have been impracticable.

A LITTLE DRYGOODS WORLD.

LIFE IN A COMMISSION HOUSE

SOME OF THE PROMINENT FIGURES ROUGHLY

SKETCHED-THE PATRICIANS OF THE BUSINESS

We are a commission house in the drygoods district. Although our credit is of the highest, our place is not so large but that each employe knows the others well; and we work together in tolerable peace and unity. Our senior partner is a State of Maine man, of large frame, determined face and keen business faculty Beginning business for himself in a small way thirty or thirty-five years ago, he has steadily gained on the world by shrewdness and application, until now he is rated a wealthy man, and is president of more than one New-England mill. But drygoods do not have his sole attention. He is a man of wide general information. His familiarity with the stock market and railroad matters is thorough, and he is a director in several banks and railways. He would have made his mark in diplomacy, for his tact is unfailing. Many a time when some mill treasurer from Down East has stalked indignantly into his private office, and opened upon him with a heated recital of alleged unfair treatmen from the firm, have we clerks in the outer office been fied treasurer to the door and bade him good day.

These not infrequent encounters, of which we were necessarily hearers, have induced in us a feeling of pride at working for a man so thoroughly master of his business, himself and his adversary-in spite of his unapproachability and his occasional gruffness. Yet this stern man is a just man; and tenderness is in him, for when his son, a fine manly fellow, recently from college, whom he was planning to take into part-nership, lay sick unto death of a fever, the father ed atterly broken, and for days could talk of noth

ing else, until the crisis was safely passed. Our gray haired junior purtner, a little bundle of quivering nerves, has seen more whiters than has the "old man." For the last afteen years he has had a

binders are made set the unwitting oftender into hot water.

Our stock clerk glories in the fact that he has lived all his life on the East Side, and is a Democrat. His fellow employes helped swell the ranks of the memorable Republican Business Mere parade on the Saturday afternoon before the last Presidential election, while he commanded a squad in the Flaherty Phalanx the same evening, and marched proudly up Fifth ave., swinging a real lantern, the token of his rank. His heart is in the right place, but he is a chronic grunnler, always threatening to resign and once or twice, when an unusually wintry blast of economy struck the office, and his salary shrivelled up before his eyes, he talked as if he really meant to carry out his threat. But he will not go. In fact, he is almost indispensable, and he knows it; for he carries the stock marvelkoely in his head; and keeps his books in such a way, what with private marks and hieroglyphic signals, plain salling to him, but initutelligible to any other man on earth, that the firm would be as unwilling to part with him as he would be to so.

ways in the same ever-deepening groove, that it is next to impossible to imagine that he will ever clamber out of the rut. These three are the principal clerks.

The salesmen are the patricians of our business, taking a languid pleasure in patronizing the pichetian slaves of the desk. Why this feeling should exist the "slaves" don't know. One of the marks of superiority—the coronet, as it were—of the noble commercial traveller is, as the world knows, the high slik hat, worn in season and out of season, with frock coat or jacket. But assuredly neither envy nor sense of unfair discrimination pervaded our souls when, the other day, the head of the house presented to each of his salesmen a skining slik "stovepipe." with the injunction to "wear it"; our salaries are not ruinously high, but we prefer to buy our own headgear and consult our own inclination as to what sort we shall wear.

Our sale-men are like the usual run of "drummers." They know the stock, and "hustle" when they are abroad, although one or two do occasionally look too deeply into the wine cup, and must at such times is laid up for repairs. And another silhough all the salesmen have Instructions to looke at the best hotel in each town they may visit—has the curious habit, to which not a few drummers are addicted, of living at hiddelass hus and charging first class rates in his expense book. As a rule, our salesmen wear fine rulment, and have a proper prine in advancing the interests of the house. Most of them are young, and look forward to the time when they shall be taken into partnership in some fourishing house, or shall acquire confidence, capital and credit enough to go into business for themselves. One of the most interesting of this group is a young man fresh from two years of ranch life, who became a salesmun "through influence," to the deep distant of the stock boys, who though and has worked his way into the good graces even of the boys.

The stock boys are the "rising generation" of eyery house in the drygood district, and our boys promise

REIGN OF TERROR IN THE CUSTOM HOUSE.

THE YOUNG WOMAN WHO IS SELLING MR. DE PEW'S " SPEECHES " MAKES ANOTHER

The machinery in the Custom House was grinding slowly on an afternoon last week when the door to the Collector's room quickly opened and let in the pretty little book-canvasser who is determined to sell to Colonel Erhardt "The Speeches of Channey M Depew." Immediately every man in the room buried himself in books and papers. The Collector fortified himself with a screen of newspapers. Then he seemed to change his mind. A wicked look crept into his eyes, and he whispered something mysterion; to the little agent. She wheeled about and deposited her bundle of books on the desk of the new Special Deputy Collector, Joseph J. Couch, and tried to in-

her bundle of books on the uesk of the new Special Deputy Collector, Joseph J. Couch, and tried to induce him to buy her wares. Colonel Erhardt beat a flank movement toward The Tribune's young man, who was endeavoring to keep up the courage of Frank Sperry, the Collector's private secretary.

"Mr. Tribune," said the Collector, "I have told that little womat again that I won't buy 'The Speches of Channecy M. Depew' because I gave him all his lokes. But I also told her that you were the fellow who wrote her up, and advised her to make you take one of her books.

"Great Scott!" ejaculated the reporter. "I reported all those speeches and left out the chestnuts, brightened the lokes and miserted the words 'cheers' and 'laughter' so many times in every speech that the composing-room always had to get extra type whenever Dr. Depew spoke."

"She has given up Mr. Couch," chuckled the Collector. "Look out for her. No, sir (sternly and with a wicked look) my private door is reserved for statesmen. You are in for it."

"Keep up your courage," whispered Mr. Sperry. "She's taken up a position in front of the door to cut off your retreat. See the Colonel grin."

The reporter resigned himself to his fate, took out his note-book and jotted down the elements of the story of a mercless book canvasser, a wicked Collector and an innocent reporter, the refrain of which was, "And still the book agent pursued him." Grimly stood the little agent at the door. Minutes rolled by, and with thoughts of bank failures, shipwrecks and "rows" in the Board of Emigration, the reporter rashly decided to brave his fate, and rose to go.

"She's going to tackle you," whispered Mr. Sperry while the Collector shook all over with suppressed laughter and Mr. Couch benevolently stroked his beard as he watched the approaching struggle. One step, two steps, walked the reporter from Mr. Sperry's protecting side. The certification is the story take the event was intense. But, like a flash, the young woman darted by the speeding reporter and sat herself in the

PROMINENT PUBLIC MEN

BENJAMIN D. SILLIMAN.

The oldest man now prominently identified with the affairs of Brooklyn, in which he has been a resident for sixty-seven years, is Benjamin D. Silliman. He is now in his eighty-fifth year, and is as hale and hearty as many a man of three score or less, and bids fair to live to a greater age than did his father, who died when he was ninetyone. In his long life in Brooklyn Mr. Silliman has filled many important public places and has been to a large degree identified with the notable institutions of the city. He never married, and his nephew is the only one of his relatives who bears his name. In the annals of Yale College the name is an eminent one. Both Mr. Silliman's father and grandfather were. like himself, graduated from that seat of learning, and his uncle and cousin were the two Professor



Benjamin Douglas Silliman was born at Newport, R. I., on September 14, 1805. His father was a lawyer, but when the boy was ten years old he removed to New-York and embarked in mercantile pursuits. His home was in Greenwich Village, not then a part of the city, and the house stood about where the Jefferson Market Police Court now stands. His father removed to Brook. lyn before young Mr. Silliman was graduated from Yale, in 1824, and the son's home has been in this city ever since. At one time his father was postmaster of Brooklyn. Mr. Silliman's grandfather took part in the Battle of Long Island is 1776 as a Brigadier-General, and was made a prisoner by the British and kept on parole in Flatbush for a year before he was exchanged, to serve again under General Washington.

After leaving college Mr. Silliman studied law with the famous Chancellor Kent and his son, afterward Judge William Kent, and was admitted to the bar in 1829. He immediately began the practice of his profession, and has continued it steadily ever since, save when abroad or engaged in public service. He has practised in the city, State and Federal courts, and has conducted many important cases. He recalls with interest the trips made to Albany in the days when the General Term of the Supreme Court was held in that city on two days of each of seven months in the year. The journey was a difficult one in winter, by stage coach or sleigh, over the hills, or upon the ice of the river. On the night of the great fire in New-York in 1835 he was journeying from Albany with a number of other Brooklyn lawyers. It was the coldest night for fifty years, and after travelling on the ice as far south as Hudson, the trip was continued on the roads. In the night the stage, which was on runners, upset, and the party had to seek shelter in a farmhouse

HIS POLITICAL CAREER In 1838 Mr. Silliman went to Albany as Member of Assembly from Brooklyn. One of the measures he introduced was that inthe firm would be as unwilling to part with him as he would be 10 co.

The cashier, the second occupant of the case, has been with the house since he left school, starting as he will the house since he left school, starting as an office boy. He is a comical follow, but theroughly another the he is a contentions in the discharge of his duty. He is a great chum of the stock clerk, his duty. He is a great chum of the stock clerk his duty. He is a great chum of the stock clerk corporating Greenwood Cemetery. against his wish and did not regret his defeat, as it gave him the opportunity to devote himself to his profession. He declined a nomination to

State Senator in 1852. Since the birth of the Republican party Silliman has stanchly supported it, as his Whig principles naturally led him to do. In 1864 President Lincoln appointed him United States Dis-trict Attorney for the Eastern District of New-York, and he conducted a number of important prosecutions. Owing to the pressure of private ousiness, he resigned the office in 1866, and was succeeded by General B. F. Tracy. Mr. Silliman was appointed on the State Commission for revising the Constitution in 1872, and did valuable

was appointed on the State Commission for revising the Constitution in 1872, and did valuable service in the work, which involved important legal questions, upon which his advice was sought. In 1873 he was the Republican candidate for Attorney-General of the State, but was defeated because a Liberal Republican third ticket was in the field. Mr. Silliman has not since been called upon for public service, save as a delegate to the National Republican Convention in 1876. He received the degree of Doctor of Laws from Columbia College in 1873, and the following year received the same degree from his alma mater.

For a score of years Mr. Silliman has been president of the Brooklyn Club, and much of the success which has attended its career has been due to his earnest efforts. At the late election of officers he declined to serve again. He was the first president of the New-England Society of Brooklyn, and served it in that capacity from its formation in 1880 until 1886. He is an active member of the Long Island Historical Society and of the New-York Bar Association. When the Yale Alumni Association of Brooklyn was formed he was made its first president. Last year the sixtieth anniversary of Mr. Silliman's admission to the bar was made the occasion of a dinner in his honor at Delmonico's, at which speeches were made by David Dudley Field, Chauncey M. Depew, Frederic R. Coudert, Judge Calvin E. Pratt, James C. Carter and William C. DeWitt, Joseph H. Choate presided, and many other prominent lawyers were present.

HIS PERSONAL APPEARANCE.

HIS PERSONAL APPEARANCE.

Mr. Silliman is of medium height and build, and has an open and benignant countenance. He possesses an old-time courtesy and dignity, and while fond of recalling the past is fully alive to all the important questions of the day. He has extensive knowledge of the law and of literature. His addresses in court are models of cogency and clearness, based upon accurate legal information, familiarity with decisions and reports, and close acquaintance with legal procedure. He has the judicial temperament to a marked degree, and the bench would have been adorned by his elevation to it. But Mr. Silliman had the misfortune to belong to the minority party in the Hd Judicial District, and men far less fit to sit in judgment have been elected by the Democrats to Supreme Court Judgeships. His public addresses on a number of notable occasions, such as the meeting of the Bar Association in honor of Judge Kent, at the graduating exercises of a class of Columbia Law School and the dinner in his honor last year, have been models of excellence.

For nearly forty years Mr. Silliman has lived at No. 56 Clinton-st., Brooklyn, diagonally opposite the Brooklyn Club House, and just across the street from the Long Island Historical Society Building. The house is an old-fashioned one, with the entrance on the side. At the rear is a cosy library lined with books and adorned with pictures, and here Mr. Silliman spends' the leisure time of a serene old age. He has seen Brooklyn grow from 8,000 to 800,000 inhabitants, and may live to see 1,000,000 people in the metropolis of Long Island. In every sense he is an old Brooklynite.

The Brooklyn Club gave a dinner upon the twenty-fifth anniversary of its organization in honor of Mr. Silliman, who so long and ably served as its presiding officer, an office in which he was preceded by the late Chancellor Pierson. His successor is David M. Store, Editor of "The Journal of Commerce," who was chosen after Judge Calvin E. Pratt declined promotion from the post of vice-president, as his health would not let him take up any additional duties. Mr. Stone presided at the dinner, and Mr. Silliman, as the guest of the occasion, sat at his right. while fond of recalling the past is fully alive to all the important questions of the day. He has